

Message Text

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43

ACTION COME-00

INFO OCT-01 ARA-16 ISO-00 EB-11 XMB-07 DRC-01 RSC-01 /037 W

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R 142137Z FEB 74

FM AMEMBASSY SANTIAGO

TO SECSTATE WASHDC 7482

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EO 11652: N/A

TAGS: EIND, CI

SUBJ: TRADE OPPORTUNITY: CENTRAL VENTANAS II; UPDATE

PASS COMMERCE AND EXIM

REF: SANTIAGO A-31, STATE 029142

1. REPAIR REPORTED GOVERNMENT ELECTRIC COMPANY (ENDESA) EXPANSION PROGRAM WHICH INCLUDES INSTALLATION 200 MW BLOCK BOILER-TURBINE GENERATOR, KNOWN AS CENTRAL VENTANAS, II FOR CHILECTRA. IMPORTS NEEDED FOR PROJECT ESTIMATED BETWEEN \$35-45 MILLION.

2. GENERAL ELECTRIC OFFICIALS INFORM EMBASSY THAT GE, WORKING WITH BABCOCK AND WILCOX (BOILERS), IN UNIQUE POSITION TO PROVIDE IMMEDIATELY ENTIRE ENGINEERING-EQUIPMENT PACKAGE FOR VENTANAS II. GE OFFICIALS SAID GE'S ABILITY TO PROMISE IMMEDIATE DELIVERY HAS GIVEN GE DISTINCT BUT PERHAPS TEMPORARY ADVANTAGE OVER MITSUBISHI, BROWN-BOVARI AND ARGENTINE FIRM, ALL OF WHICH ACTIVELY SEEKING PROJECT. AS USUAL, HOWEVER, PROJECT'S PRIORITY AND FINAL CONTRACTOR DEPEND ON AVAILABILITY OF FINANCING, WHICH GE AFRAID OTHER INTERESTED FIRMS MAY BE ABLE TO PROMISE IN NEXT TWO WEEKS.

3. GE AWARE EX-IM'S CURRENT POLICY REGARDING FINANCING TO CHILE (REFTEL) BUT THINKS UNIQUENESS OF THIS OPPORTUNITY REQUIRES AT LEAST A REVIEW OF THAT POLICY. GE OFFICIALS PLAN TO VISIT USG AGENCIES WEEK OF FEBRUARY 18 TO URGE CONSIDERATION OF SOME KIND

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OF FINANCING COMMITMENT.

4. AS MENTIONED REPAIR, ENDESA INFORMED EMBASSY IT HAD
ALSO APPROACHED WESTINGHOUSE REGARDING VENTANAS II.
POPPER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: ECONOMIC ASSISTANCE, TRADE PROMOTION, EXPORT CREDIT GUARANTEES
Control Number: n/a
Copy: SINGLE
Draft Date: 14 FEB 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: MorefiRH
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974SANTIA00761
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: SANTIAGO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740232/aaaabdxn.tel
Line Count: 65
Locator: TEXT ON-LINE
Office: ACTION COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: SANTIAGO A-31, STATE 029142
Review Action: RELEASED, APPROVED
Review Authority: MorefiRH
Review Comment: n/a
Review Content Flags:
Review Date: 11 SEP 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <11 SEP 2002 by kelleyw0>; APPROVED <11-Sep-2002 by MorefiRH>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: TRADE OPPORTUNITY: CENTRAL VENTANAS II; UPDATE PASS COMMERCE AND EXIM
TAGS: EIND, CI, XMB
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005